

Message Text

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44

ACTION COME-00

INFO OCT-01 EUR-06 ADP-00 EB-05 RSR-01 RSC-01 /014 W

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R 201420Z AUG 73

FM AMEMBASSY WARSAW

TO SECSTATE WASHDC 5335

INFO AMEMBASSY VIENNA

UNCLAS WARSAW 4183

E.O. 11652: N/A

TAGS: BCOM, ESTC, PL

SUBJECT: SPECIAL TRADE OPPORTUNITY; COMPUTER PERIPHERALS

FOR COMMERCE; BEWT: TDAD AND OEX

VIENNA FOR EWTC

1. UNIMA, DIVISION OF UNITRA ASSOCIATION OF THE
ELECTRONICS INDUSTRY, HAS APPROACHED EMBASSY WITH
REQUEST FOR INFORMATION ON FOLLOWING PRODUCTS. POSSIBLE
PURCHASES ARE SHOWN IN RIGHT-HAND COLUMN.

ITEM/MODEL	MANUFACTURER	UNITS SOUGHT, 1974-1978
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CORE MEMORY	DATA PRODUCTS, WOODLAND HILLS, CAL.	160
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DISC MEMORY	BURROUGHS (BUSINESS	70
9370	AMCHINERY GROUP, DETROIT, MICH.)	

CARD READER	DATA PRODUCTS	70
8330		

HIGH SPEED LINE	DATA PRODUCTS	70
PRINTER 2310		

LINE PRINTER 101A	CENTRONICS, HUDSON N.H.	110
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TELETYPE ASR 33/35 TELETYPE, SKOKIE, ILL. 650

MAGNETIC TAPE AMPEX, REDWOOD CITY, CAL. 70
MEMORY

CASSETTE MEMORY DICOM, SUNNYVALE CAL. 650

VIDEO KEYBOARD HAZELTIME, GREENLAWN, NY 130
TERMINAL

2. UNITRA-UNIMA SEEKS PRODUCT DESCRIPTIONS TECHNICAL
DATA, INFORMATION ON POSSIBLE APPLICATIONS OF PRODUCT,
DELIVERY CONDITIONS, AND PRICES.

3. UNIMA IS DIVISION OF UNITRA RESPONSIBLE FOR
DEVELOPMENT AND MANUFACTURE OF EQUIPMENT FOR PRODUCTION
OF ELECTRONIC COMPONENTS. INFORMATION REQUESTED ABOVE
IS IN CONNECTION WITH PREPARATION OF PLANS FOR
MINICOMPUTER SYSTEM TO BE USED, AMONG OTHER THINGS, FOR
TESTING OF SEMICONDUCTORS, INCLUDING BOTH LARGE-AND
MEDIUM SCALE INTEGRATED CIRCUITS, AND PRINTED CIRCUIT
BOARDS. UNIMA IS NOT DRAWING UP COST ESTIMATES
FOR
DEVELOPMENT OF SUCH A SYSTEM, WHICH WOULD PROBABLY
EMPLOY IMPORTED PERIPHERALS. UNIMA SOURCE STATES VARIOUS
DESIGNS FOR POLISH-BUILT MINICOMPUTER ARE UNDER STUDY,
BUT NO DECISION HAS BEEN REACHED ON WHETHER POLAND WILL
BUILD OWN MINICOMPUTER OR CONTINUE TO RELY ON IMPORTED
EQUIPMENT.

4. UNIMA IS ALSO INTERESTED IN INFORMATION ON
SEMICONDUCTOR SUPPLIERS FROM FAIRCHILD BUT CANNOT HANDLE
THESE CONTACTS DIRECTLY. (OEC WILL RECALL THAT
POSSIBLY RELATED ISSUE AROSE RECENTLY IN CONNECTION
WITH POLISH INTEREST IN HAVING FAIRCHILD EQUIPMENT
EXHIBITED AT JUFOS POZNAN FAIR.) TERADYNE CORPORATION
OF BOSTON THROUGH UK SUBSIDIARY WILL DISPLAY
SEMICONDUCTOR TESTERS AT TDTION OCTOBER 9-11;
INFORMATION AND CATALOGS ON THIS EQUIPMENT HAVE BEEN
MADE AVAILABLE TO UNIMA.

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5. SALES PROSPECTS IN THIS AREA ARE STILL PERHAPS
ONE-THREE YEARS AWAY AND WILL BE INFLUENCED BY OUTCOME
OF EXCON DECISION OF FAIRCHILD-UNITRA CONTRACT. WE
BELIEVE NONETHELESS THAT US FIRMS SHOULD ACT NOW TO
PROVIDE INFORMATION REQUESTED.

6. UNIMA PREFERS THAT CATALOGS AND OTHER INFORMATION

BE SENT TO WARSAW TDTION FOR FORWARDING. SUCH
INFORMATION SHOUD BE MARKED CLEARLY FOR UNIMA TO
ELIMINATE POSSIBLE DELAYS OF MISPLACEMENT AT TDTIO.
COMPANIES SEEKING DIRECT CONTACT WITH UNIMA COULD
WRITE TO JERZY BRYKCZYNSKI OR JAN HOPPE, UNITRA-UNIMA,
KONSTRUKTORSKA 9, 00-975 WARSAW.
DAVIES

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NNN

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